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Real Estate Education Committee
06/01/2017 09:30 AM

861 Silver Lake Blvd., Cannon Building
Second Floor Conference Room A
Dover, DE 19904

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CANNON BUILDING
861 SILVER LAKE BLVD.,
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DOVER, DELAWARE 19904-
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STATE OF DELAWARE

**REAL ESTATE COMMISSION
REAL ESTATE EDUCATION
COMMITTEE**

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AGENDA

(Amended items are noted with an asterisk)

I. Call to Order
II. Review and Approval of Minutes - April 6, 2017
III. Unfinished Business

- A. Review of Tabled Application(s)
 - 1. CMPS Institute, LLC
 - a. Cash Flow Planning for Real Estate Investors
 - b. Mortgage Math Camp
 - c. Mortgage & Real Estate Taxation
 - 2. The CE Shop, Inc.
 - a. Personal Safety
 - b. Home Sweet (Second) Home: Vacation, Investment, Luxury Properties
 - c. Accredited Buyer's Representative Designation Course
 - d. Seller Representative Specialist (SRS) Designation Course
 - 3. George Brancati
- B. Review of final draft notification for NAR Ethics Courses

IV. New Business

- A. Update from Commission
- B. Review of Course Provider Application(s)
 - 1. Long & Foster Institute of Real Estate
 - a. Delaware Landlord-Tenant Code
 - 2. McKissock, LLC
 - a. How is the Legalization of Marijuana Affecting the Real Estate Market
 - 3. 360training.com, Inc.
 - a. Bad Loans - Predatory and Fraud
 - b. Community Ethics
 - c. Qualifying Buyer and Property

4. New Castle County Board of REALTORS
 - a. Real Estate "Jeopardy" - Office Management and Legislative Issues
 - b. Agency & Fair Housing - A Professional Double Hitter
 - c. Real Estate Negotiation Expert (RENE)
 - d. Legislative Issues for REALTORS
 - e. Psychology of People When Buying and Selling Real Estate
5. Association of Realtors School
 - a. Construction Basics
 - b. Federal Tax Strategies for Commercial Real Estate
 - c. Property Management & Managing Risk
 - d. Real Estate Finance Today
 - e. Real Estate Negotiation Expert (RENE)
6. Real Estate Institute of Delaware*
 - a. Professionalism in Your Career
7. The CE Shop, Inc.
 - a. Marketing, Advertising, and Social Media Compliance
 - b. Code of Ethics in Action: Real-Life Applications
 - c. NAR Green Day 1: Resource-Efficient Homes: Retrofits, Remodels, Renovations, and New Construction
 - d. NAR Green Day 2: Representing Buyers and Sellers of Resource-Efficient Homes
8. Council of Residential Specialists (CRS)
 - a. CRS 103: Mastering Your Time to Achieve Your Goals
 - b. CRS 120: Converting Leads Into Closings
 - c. CRS 121: Win-Win Negotiation Techniques
 - d. CRS 122: Building A Team to Grow Your Business
 - e. CRS 123: Mastering Relevant, Consumer-Focused Marketing
 - f. CRS 124: Turning New Homes Into Ongoing Revenue
 - g. CRS 125: Zero to 60 Home Sales A Year (and Beyond)
 - h. CRS 126: 7 Things Successful Agents Do Differently: A Proven Business System
 - i. CRS 127: Succession Planning: Building, Valuing, and Selling Your Business
 - j. CRS 200: Business Planning and Marketing for the Residential Specialist
 - k. CRS 201: Listing Strategies for the Residential Specialist
 - l. CRS 204: Buying and Selling Income Properties
 - m. CRS 206: Technologies to Advance Your Business
 - n. CRS 210: Building An Exceptional Customer Service Referral Business
9. Omega Real Estate School
 - a. Legislative Issues
 - b. Introduction to Professional Property Management
10. Wooding Real Estate School
 - a. Professional Standards in Real Estate
 - b. Buyer Clients
 - c. Listing Agreement and Other Listing Documents
 - d. The Golden Standard, RE Professionalism
- C. Review of Instructor Application(s)
 1. Bill Gallagher
 2. William Patterson
 3. Erica Wolfe, Esq.
 4. James Curran

5. Ronald DeLuca
 6. Edmund Campbell
 7. Ziv Carmel
 8. Bruce Johnson
 9. Teresa Johnson
 10. Michael Perry
 11. Patricia Moyer
 12. Flora Rubin
 13. Ruth Vella
- D. Review of Resume(s) for Vacant Committee Seat
1. Judy Dean
 2. Susan Giove

V. Correspondence

VI. Other Business before the Committee (For Discussion Only)

VII. Public Comment

VIII. Next Meeting - July 6, 2017

IX. Adjournment


Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.